# Department of the Army
## Small Business Program

"Our Army at War - Relevant & Ready"

# VOSB CONFERENCE

## November 19, 2003

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**MS. TRACEY PINSON**

**RECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU**

**OFFICE OF THE SECRETARY OF THE ARMY**

# VISION

**As An Integral Part Of The Army Team, We Will**

**Be The Premier Small Business Organization In**

**The Federal Government, Changing To Meet**

**The Challenges Of Today, Tomorrow And The**

**21st Century.**

# SADBU
## DUTIES AND RESPONSIBILITIES

- **Advise Army Secretariat on Implementing La Concerning the Small Business Program**
- **Enhance Ability of SB, SDB, WOB and HBCU/M to Participate in Army Contracting Programs**
- **Afford Equitable Opportunity for SB to Provid Quality Goods and Services at the Best Val**
- **Provide Policy Guidance, Direction and Education to the Army Acquisition Community**
- **Establish Challenging Small Business Goals fo Army Major Commands**

# ARMY PRIME CONTRACT AWARDS

## FY 03 PRELIMINARY

| | TOTAL DOLLARS | ACHIEVED | NAT'L GOAL |
|---|---|---|---|
| US Business | $48,464 | | |
| Small Business | $ 13,569 | 28.0% | 23.0% |
| Small Disadvantaged Business | $ 4,248 | 8.8% | 5.0% |
| Women-Owned SB | $ 1,810 | 3.7% | 5.0% |
| HUBZone Small Business | $ 1,228 | 2.5% | 3.0% |
| Service Disabled Veteran-Owned SB | $ 101 | 0.2% | 3.0% |

DOLLARS SHOWN IN MILLIONS

# ARMY SUBCONTRACT AWARDS

## FY 03 (1ST HALF)

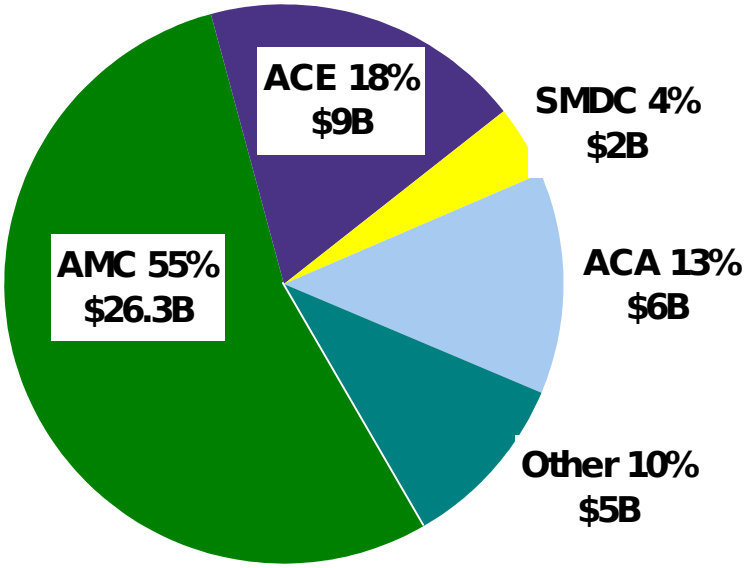
| | TOTAL DOLLARS | ACHIEVED | TARGET |
|---|---|---|---|
| US Business | $2,194 | | |
| Small Business | $1,331 | 60.7% | 57.8% |
| Small Disadvantaged Business | $ 247 | 11.3% | 9.0% |
| Women-Owned SB | $ 206 | 9.4% | 9.1% |
| HubZone SB | $ 74 | 3.4% | 2.5% |
| Service-Disabled Veteran-Owned SB | $ 8 | 0.4% | 3.0% |

DOLLARS SHOWN IN MILLIONS

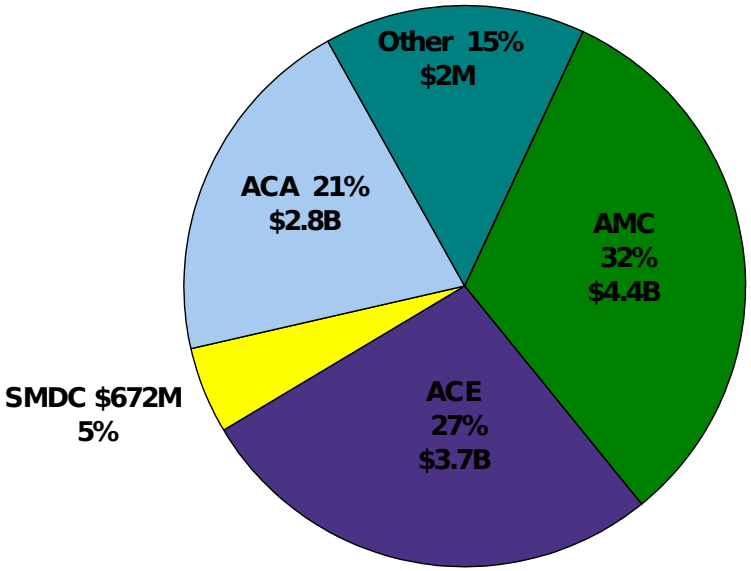
# ARMY SMALL BUSINESS PRIME CONTRACT AWARDS

## FY 03 PRELIMINARY

### Total Awards ( $48,464M )



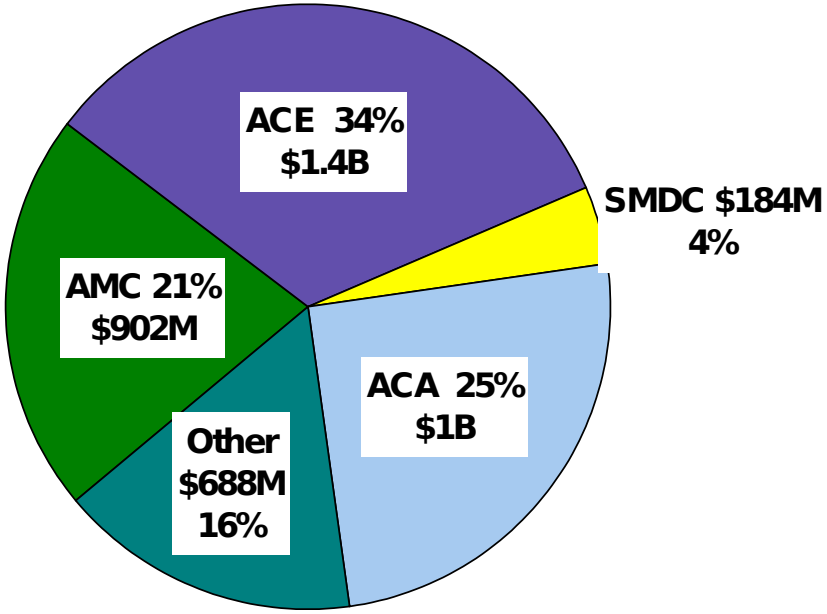

### Small Business Awards ($13,569M)



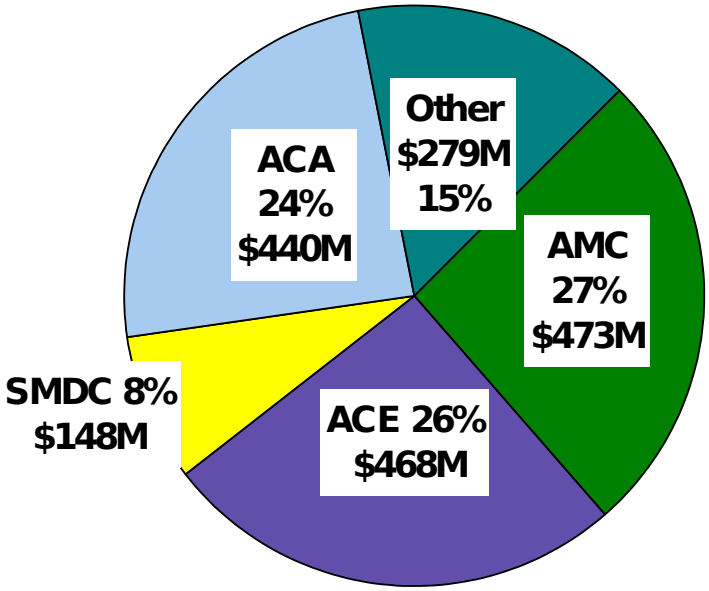
# ARMY SDB/WOSB PRIME CONTRACT AWARDS

## FY 03 PRELIMINARY

### SDB Awards ( $4,248M )




### WOSB Awards ($1,810M )



# FY 03/04 ARMY SADBU FOCUS

- **Residential Communities Initiative**
- **Consolidation and Regionalization**
  - **Army Contracting Agency**
  - **Installation Management**
  - **Competitive Sourcing**
- **PEO/PM Program Support**
- **OSD AT&L Reinvention Memo**
- **Contract Bundling**
- **Expand Opportunities for HBCU & MIs**

# ARMY VOSB INITIATIVES

- **Increased SDVOSB Dollars from $68M to $100M (Increase of 47%)**

- **VOSB Outreach Program**
  - **Identify Capable VOSBs/SDVOSBs**
  - **Match Capabilities with Buying Commands**
  - **Redesign Website (User Friendly)**
  - **Marketing/Outreach Material**
  - **Conferences (Local/National)**
  - **Partnering with Other Services/Fed Agencies**

- **Strategic Partnership With VA**
  - **Objective: Leverage Resources and Share Inform**
  - **Co-branded Outreach Material/Conferences**
  - **Virtual Vendor Showcases**

# HR 1460

## Veteran Entrepreneurialship and Improvement Act of 2003

- **Objective: Improve Education and Entreprene Benefits for Veterans**
- **Passed House/ In Conference**
- **VA Education Benefits (Entrepreneurialship Cl**
- **Create “Sole Source” Contracts for SDVOSB**
- **Direct SBA to Conduct Survey of SDVOSB**
- **Contracting Priority Immediately below 8(a)**
- **4 Yr Pilot for Equal Status with 8(a)**

# VETERAN OWNED SMALL BUSINESS

## (VOSB)

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